

**United States:**

Marketing and Customs Information	593-5911	UTM
Trade and Investment Development	593-7343	UTT

**Asia and Pacific:**

East Asia	995-7575	PET
Pacific	997-3984	PPT
South and Southeast Asia	997-4304	PST

**Africa and Middle East:**

Africa	996-1941	GAT
Middle East	593-7030	GMT

*Note: The External Affairs Geographic Branches are located in the L.B. Pearson Building, 125 Sussex Drive, Ottawa, Ontario, K1A 0G2.*

### **International Trade Development Branch in Ottawa**

In the Department of External Affairs, various bureaus within the International Trade Development Branch are a focal point for industrial export activities including information about major projects abroad. They work closely with Department of Regional Industrial Expansion industry sector branches, firms and associations to match Canadian industrial capabilities with export opportunities. They also work closely with Canadian posts abroad, as well as with the Department's geographic branches and other government departments. The bureaus monitor and analyze export opportunities and issues in world markets for agriculture, fish and food products, grains, defence products, resource and manufacturing industries, high technology and services.

Among the program activities of interest to exporters are the following:

**Canada-U.S. Defence Production Sharing Arrangement:** This arrangement provides Canadian manufacturers with the opportunity to provide defence supplies and services to the U.S. military in competition with American industry.

Under this program, Canadian firms can compete effectively because, in most cases, the United States government has waived customs duties and its Buy America Act. The program aims to improve market access for Canadian businessmen but does not provide financial assistance.

**Canada-U.S. Defence Development Sharing Program:** This program, a companion to the above, does offer financial assistance. For approved projects Canadian companies are reimbursed 100 per cent of their costs for the research and development phase of U.S. military projects. Funds are provided by the participating U.S. Department of Defense agency and up to 50 per cent by the Canadian government through the Defence Industry Productivity Program (DIPP - see page 10).

**Grains and Oilseeds Program:** The Department of External Affairs provides information, direction and assistance to individuals and firms concerned with market development, marketing, handling and processing of grains, oilseeds and their products. Assistance includes the provision of government guaranteed credit on export sales and a market development program which includes the conduct of trade missions and dissemination of information on marketing opportunities.